

Message Text

LIMITED OFFICIAL USE

PAGE 01 MUSCAT 00004 040557Z

13

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 /018 W

----- 058780

R 040535Z JAN 75

FM AMEMBASSY MUSCAT

TO USDOC WASHDC

INFO SECSTATE WASHDC 743

AMEMBASSY BEIRUT

LIMITED OFFICIAL USE MUSCAT 004

E.O. 11652: N/A

TAGS: BTIO, MU

SUBJECT: SPECIAL TRADE OPPORTUNITY -AGRICULTURAL TRACTORS

1. EMBASSY HAS BEEN ASKED BY NEWLY APPOINTED MINISTER AGRICULTURE, FISHERIES, OIL AND MINERALS, SAID AL-SHANFARI, TO HELP HIM LOCATE AMERICAN SUPPLIER 150 AGRICULTURAL TRACTORS, NOT OVER 72 HP, COMPARABLE MASSEY-FERGUSON MODELS 135 AND 165. THIS REPRESENTS SIGNIFICANT OPPORTUNITY AMERICAN SUPPLIERS ENTRY INTO RAPIDLY GROWING AGRICULTURAL EQUIPMENT MARKET HERE.

2. MINISTRY NOW POSSESSES APPROXIMATELY 50 FERGUSON AND INDIAN-MADE HARVESTER UNITS, AT LEAST HALF OF WHICH ARE OUT OF SERVICE DUE TO PARTS SHORTAGES OR QUALITY CONTROL PROBLEMS IN MANUFACTURE. PRIVATE BUYERS EXPERIENCING SIMILAR DIFFICULTIES. THEREFORE, U.S. SUPPLIER WILLING TO USE AG DEPT REQUEST AS BASE ON WHICH TO ESTABLISH RELIABLE SOURCE OF EQUIPMENT AND SPARES HAS GOOD CHANCE OF CAPTURING MAJOR MARKETING SHARE.

3. FMC REPS HERE ARE RECOMMENDING JOHN DEERE UNITS, SO THIS FIRM CAN ANTICIPATE SEVERAL INQUIRIES FROM OMANI COMPANIES. TWO WHICH HAVE CONTACTED EMBASSY ARE NOT RPT NOT RECOMMENDED: 1) WALEED ASSOCIATES, COMPETENT BUT AN ASSOCIATED COMPANY, ZAWAII TRADING, HOLDS MASSEY-FERGUSON FRANCHISE; AND 2) MUSTAFA JAWAD TRADING COMPANY, WHICH HAS NO

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 MUSCAT 00004 040557Z

RPT NO EXPERIENCE IN MACHINERY.

ZWEIFEL

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MUSCAT00004
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750004-0495
From: MUSCAT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750177/aaaacqdq.tel
Line Count: 63
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 13 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 AUG 2003 by izenbei0>; APPROVED <04 SEP 2003 by MorefiRH>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIAL TRADE OPPORTUNITY -AGRICULTURAL TRACTORS
TAGS: BTIO, MU
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006